

Worksheet for Buying a New Car

Before you negotiate the price of your next new car, use this worksheet to establish the bargaining room.

Model _____ **Base Price** _____

Options:	Invoice Price*	Sticker Price
Transmission: Automatic ____ Manual ____		
Air Conditioning		
Engine: Size _____		
Audio System: AM-FM ____ w/cassette ____ w/CD ____		
Brakes: Antilock ____ Power-assisted ____		
Power Locks		
Seats: Power ____ Heated ____ Leather ____		
Rear Window: Wiper ____ Defroster ____		
Wheels and Tires:		
Alloy Wheels		
All Season Tires		
Mirrors and Lights:		
Illuminated Dual Vanity Mirrors		
Map Lights		
Exterior Power Mirrors		
Alarm System		
Cellular Telephone		
Remote Keyless Entry		
Sunroof		
Other:		
Totals		

*You can get the invoice price by looking at the dealer's invoice or reviewing car publications.